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HHS Pulse

"Keep America Healthy...Invest in a Small Business"

Volume 5 Issue 8

Message from the Director



Debbie Ridgely—OSDBU Director

This issue of *the HHS Pulse* features two small businesses that are helping the Department pursue our mission in distinctly different ways. IDL Solutions is a woman-owned, 8(a) company that is supporting HHS at NIH, CMS, FDA and OS with IT solutions. Catapult is an 8(a) consulting firm that is developing audit protocols for the Medicaid Integrity Program for CMS. The OSDBU office is highlighting one of the success stories resulting from a small business conference held at CMS. You will also find several suggestions for pursuing contracting opportunities and achieving success in obtaining business from HHS. During the Holiday Season, be thankful for our blessings, be generous to those in need and be prepared for new opportunities in 2007!

[Director's Message in Spanish](#)

IDL Solutions: A Small Business Powerhouse

A powerhouse. That's the image projected by the IDL Solutions story. Since its inception in 1993, this woman-owned, SBA 8(a) certified business has served several agencies within the Department of Health & Human Services. These include the Food and Drug Administration,



Office of the Secretary, National Institute of Health, and Centers for Medicare and Medicaid Services. Other federal clients include the Department of Housing and Urban Development, the Department of Justice, the Veterans Administration and the Department of State. Non-federal clients include the Wisconsin Departments of Administration, Corrections, and Revenue, the Wisconsin Lottery and the Miller Brewing Company.

Its SEI CMMI Level 2 certification means its clients obtain decreased project costs, increased schedule predictability, improved product quality, increased customer satisfaction, and a positive return on investment. IDL clients also benefit from the power

that automatically derives from employing only the most experienced professionals. IDL's consultants, engineers, analysts and managers are among the most credentialed and experienced that employers can hire in today's IT market.

For CMS, IDL analyzed, documented, streamlined and automated the enormous task of accurately and effectively processing changes to Medicare policies. Since this process is the central source for all policy and program changes within the agency, it is critical to CMS that change processing operate at its optimum capacity. Using its newly designed system, including a web portal interface, IDL reduced CMS' processing time by more than 30% in most cases.



Performance pays off. IDL recently was selected by CMS to perform the Advanced Medicare Processing Pilot project. To learn more about IDL, visit www.idl.com

Web Sites to Bookmark

HHS Know Net Small Business Site
[www.knownet.hhs.gov/
smallbus](http://www.knownet.hhs.gov/smallbus)

Federal Business Opportunities
www.fedbizopps.gov

General Services Administration
www.gsa.gov

SBA Government Contracting and
Business Development
www.sba.gov/gcbd/

Small Business Administration
www.sbaonline.sba.gov

Central Contractor Registration
www.ccr.gov

Government Blue Pages Online
Directory
www.usbluepages.gov

Excluded Parties List System
epls.arnet.gov

Women-Owned Businesses
Links:

National Association of
Women Business Owners
www.nawbo.org

Small Business Administration:
Contract Assistance for Women
Business Owners
[www.sba.gov/GC/
indexprograms-cawbo.html](http://www.sba.gov/GC/indexprograms-cawbo.html)

Women's Business Center, Inc.
www.womensbusinesscenter.org

Women Impacting Public Policy
www.wipp.org



Reaching New Heights in Program Integrity

The Center for Medicare & Medicaid Services (CMS) awarded Catapult a contract to develop audit protocols for the Medicaid Integrity Program. The innovative and award-winning solutions of Catapult Consultants, LLC in technology consulting earned the 8(a) certified, minority owned, Information Technology and Financial Management services firm this prime federal contract.

The Medicaid Integrity Program mandated by Congress directs CMS to use the contractors to review provider activities, audit claims, identify overpayments, and conduct provider education; and, to provide effective support and assistance to states in their efforts to combat provider fraud and abuse. Catapult partners with government agencies to support their customer's missions and goals.



Previously, the firm worked with the Department of Health & Human Services (HHS) two years ago as a subcontractor. Their strong past performances with numerous federal agencies cemented the contract with CMS. "We are a small business with large business experience and expertise," said Anthony Fung, partner. "Our proven ability to deliver innovative solutions and manage teams of staff across various

programs and skill sets were recognized by CMS," said Joshua Bogart, partner.

Catapult's leadership cited the staff at HHS's Office of Small & Disadvantaged Business Utilization (OSDBU) as an essential resource for small businesses. "The entire HHS OSDBU staff has provided pathways to business opportunities. As a small business, we seek to pursue opportunities on an equal footing and with an equal voice; HHS has certainly made this happen," said Fung.



"HHS's OSDBU office is committed to small business advocacy and outreach. As a small business dedicated to leveraging our ideas and expertise to assist government agencies, it is gratifying to see HHS seek out new partners, ideas, and ways to fulfill their goals," said Bogart.

While Catapult's work on the Medicaid Integrity Program is just beginning, they are looking forward to future and continued partnerships with CMS.

"The key to developing more business and to building a greater future relationship is delivering results on the opportunities you are entrusted with today. We look forward to providing the quality and program success CMS expects," said Fung.

More information on Catapult Consultants can be found at www.catapultconsultants.com.

HHS Small Business Conference Opens Doors to New Business Opportunities

Success can take many paths. For Veteran Enterprise Technology Services, LLC (VETS, LLC), success is due in part to a combination of talented professionals, set skills not usually found in a small business and the ability to provide innovative solutions to their clients.



1. Attend vendor sessions. This opens doors to meet other HHS small business specialists.

VETS, LLC attended a small business conference at Centers for Medicare and Medicaid Services (CMS) August 2006. There it became familiar with the U.S. Department of Health & Human Services (HHS) requirements and began to build effective relationships with large companies, such as CGI Federal and small businesses, including The Software Consortium.



2. Explore business opportunities listed in *The HHS Pulse*.

These relationships have led to early successes in working together to improve mission performance and outcomes for CMS, HHS and its vast constituency. The firm is looking forward to building on these new contacts and the business opportunities presented at the small business conference.



3. Knock on the HHS small business specialists' doors.

Veteran Enterprise Technology Services, LLC (VETS, LLC) is a Service Disabled Veteran Owned Small Business (SDVOSB) that has honed the processes and methodologies necessary to meet client needs on time and on budget. VETS, LLC attributes this as one of the reasons for winning one of the coveted GSA VETS GWAC contracts to provide Systems Operation, Maintenance, and Information Systems Engineering to the entire federal government.



4. Attend HHS OSDBU conferences, meet potential teaming partners, and knock on doors together.

The Office of Small Business & Disadvantaged Utilization (OSDBU) has several suggestions on how small businesses can continue to reach out and open doors to new contracting opportunities with HHS. Five are included in this article.



5. Do your homework before you knock on an HHS door.



Events Calendar

February 13, 2007

HHS Vendor Outreach Session

Washington Metro Area

[Click here to register](#)

March 13, 2007

HHS Vendor Outreach Session

Washington Metro Area

[Click here to register](#)

March 20 - 23, 2007

National Small Business Federal Contracting Week

Washington, DC

nationalprocurementcouncil.org

or <http://www.uswcc.org/>

March 27, 2007

The Alliance South 2007, Procurement Fair

The Georgia International

Convention Center

Atlanta, GA

www.allianceforbiz.com

March 28 - 29, 2007

UAB SBDC/PTAC Sixth Annual Business Opportunities Fair & ID Conference

Lowe's Hotel & the Kimmel Center

Indianapolis, IN

earlfields@ezhrinc.com or

www.ezhrinc.com

April 19, 2007

17th Annual OSDBU Procurement Conference

The Show Place Arena

Upper Marlboro, MD

www.osdbu.gov

Office of Small & Disadvantaged Business Utilization

HHH Building
200 Independence Ave., SW
Washington, DC 20201
Phone: (202) 690-7300

www.hhs.gov/osdbu

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Contracting Opportunities

NAICS	Product or Service Description	Est. \$ Range	Quarter	Set-Aside	Full & Open	Point of Contact
23	Interior Improvement	A	2	SB	X	Judy Perkins 405-951-6023
3222	Biohazard Waste Disposal Boxes	C	2	SDV		Carol Hayden 301-402-3340 haydenc@od.nih.gov
5418	National Diabetes Education Program	E	2	SB		Nicole Belanger 301-443-3950 Belanger@nidDK.nih.gov
112990	Primate Maintenance and Breeding Services	E	2		X	Alex Kramer 301-402-6835 akramer@niaid.nih.gov
236220	Building 106	A	2	TBD	X	TBD
236220	Building 106	A	2	TBD	X	TBD
236220	Replace Roof and Casework – Seafood Laboratory Building, Dauphin Island, AL	C	2	TBD		Athanasia Mantzouranis 301-827-9811 athanasia.mantzouranis@fda.gov
236220	Correct Electrical Deficiencies & Miscellaneous Repairs at the MOD1 Laboratory, Laurel, MD	C	2	TBD		
237110	Partial Replacement of Well Water Lines	A	2	SDVOSB		ORPS – Jefferson, Arkansas Dr. William Hinson 870-543-7598 william.hinson@fda.hhs.gov
237110	Construct a Waste Water Treatment System on Spokane I.R.	A	2	SB		
237110	Construct a Water Tank and Treatment Building on Hoh I.R.	B	2	SB		Jay Sampson 509-865-1731 Jay.Sampson@lhrs.gov
237110	Construct Water Main on the Shoshone-Bannock I.R.	C	2	SB		
237110	Construct of Rehabilitation of a Sewer Lagoon on the Colville I.R.	A	2	SB		
237110	Construct Sewer Main Replacement on the Colville I.R.	B	2	SB		
332420	Clean Water Holding Tank	A	2	TBD		ORPS – Jefferson, Arkansas Dr. William Hinson 870-543-7598 william.hinson@fda.hhs.gov
339111	Biological Laboratory Equipment	A	2	TBD	X	TBD
514191	Technical Support Services/Electronic Dissemination Program	D	2	8(a)		Jessica Alderton 301-427-1783 jessica.alderton@ahrq.hhs.gov
518210	Support Services for the Pharmaceutical Management Branch	D	2	8(a)		Annmarie Keane 301-435-3813 keanea@mail.nih.gov
541380	Pharmacokinetic analysis Resource Center	C	2		X	Curt Pospisill 301-443-6677 qp19v@nih.gov
541511	IS Security Program	A	2	TBD	X	
541511	Knowledge Management Support	A	2	TBD	X	
541511	Informatics Governance	A	2	TBD	X	Harper, Carla AUY1@cdc.gov
541511	RDC – Rapid Data Collector	A	2	TBD	X	
541511	Informatics Support (Shared)	A	2	TBD	X	
541511	Common Application Dev. & Maintenance Support	A	2	TBD	X	
541511	Fraud Investigation Database	C	2	TBD	TBD	Craig Gallespie 410-786-1126
541511	Operations Support for the National Reporting System	B	2			Rosanna Browning 301-443-6931 rosanna.browning@psc.hhs.gov
541512	Maintenance-enhancement of the HCIS system	C	2	TBD	TBD	
541512	Maintenance-enhancement of the DDPS & DBC Systems	D	2	TBD	TBD	Sherry Brause 410-786-6634
541512	Integration of the MBD with the EDB	E	2	TBD	TBD	
541512	Web and Extranet Site Projects		2	SB	X	Lyn Tantardini 240-276-1508
541513	Data Strategy Projects		2	SB	X	
541519	ATSDR Reserves	A	2	TBD	X	Harper, Carla AUY1@cdc.gov
541519	Database Admin & Operations	A	2	TBD	X	
541519	Statistical Projects		2	SB	X	Lyn Tantardini 240-276-1508
541519	Analytical Projects		2	SB	X	
541611	State & Local Epidemiology Planning and Information Development	C	2	8(a)		Diane Loeb 301-443-6677 dl294p@nih.gov
541614	Planning and Implementation Support and Report Preparation		2	SB	X	Lyn Tantardini 240-276-1508

Contracting Opportunities continued

NAICS	Product or Service Description	Est. \$ Range	Quarter	Set-Aside	Full & Open	Point of Contact
541690	Behavioral Research Program (DCCPS) Technical and Scientific Support	D	2	SB		Elizabeth Dean 301-435-3793 deane@mail.nih.gov
541690	Pilot and Evaluation Projects		2	SB	X	Lyn Tantardini 240-276-1508
541710	NHANES DNA Processing and Storage	B	2	TBD	X	Brown, Allyson azs4@cdc.gov
541710	Extramural Research Contract	A	2	TBD	X	Harper, Carla AUY1@cdc.gov
541710	Extramural Research Contract	A	2	TBD	X	
541710	NCBDDD Center Wide Umbrella Contract	D	2	TBD	X	TBD
541710	Innovative Therapies for Rheumatic and Skin Diseases	C	2		X	Lisa Hill 301-594-2543 hill1@mail.nih.gov
541710	Gene Therapy Resource Program – Clinical Coordinating Center	C	2		X	Paul McFarlane 301-435-0350 pmcfarlane@nhlbi.nih.gov
541710	Gene Therapy Resource Program – Pharmacology Toxicology Core Laboratory	C	2		X	
541710	Gene Therapy Resource Program – Preclinical Vector Production Core Laboratory	C	2		X	
541710	Gene Therapy Resource Program – Adeno-Associated Virus (AAV) Vector Production – Core Laboratory	C	2		X	
541710	Gene Therapy Resource Program – Lentivirus Vector Production – Core Laboratory	C	2		X	
541710	Network on Antimicrobial Resistance in Staphylococcus Aureus (NARSA)	C	2		X	Terry Baughman 301-451-3690 baughmat@niaid.nih.gov
541710	Tuberculosis Research Unit (TBRU)	E	2		X	Jordan Pulaski 301-451-2569 jpulaski@niaid.nih.gov
541710	NIAID Structural Genomics Center for Infectious Diseases	D	2		X	Robert Singman 301-451-2607 rsingman@niaid.nih.gov
541710	Collaborative Network for Clinical Research on Immune Tolerance	E	2		X	Phil Hastings 301-496-0612 acantave@niaid.nih.gov
541710	Preclinical Medications Discovery and Abuse Liability Testing for NIDA	C	2		X	Pedro Godinez 301-443-6677 pg186@nih.gov
541720	Implementation Management & Support	D	2	TBD	X	TBD
541990	SEEM	A	2	TBD	X	Harper, Carla AUY1@cdc.gov
541990	GIS Tech Support	A	2	TBD	X	
541990	OD/IS Administrative Support	A	2	TBD	X	
541990	Response Fulfillment	A	2	TBD	X	
541990	Care and Housing of AIDS Research Animals	E	2		X	Ivan Hernandez 301-402-6954 ihernandez@niaid.nih.gov
541990	Housing and Maintenance of Non-Human Primates	D	2		X	Alex Kramer 301-402-6835 akramer@niaid.nih.gov
541990	Program Related Projects		2	SB	X	Lyn Tantardini 240-276-1508 Curtis Bryant, 770-488-2806,
541990	Policy Formation and Analysis Projects		2	SB	X	
541990	Communications, Awareness, Education Projects		2	SB	X	
541990	Technical Assistance and Training Projects		2	SB	X	
561210	Patient Escort Services	C	2	8(a)	X	Chris Belt 301-594-5915 cbelt@cc.nih.gov
561210	Operation and Maintenance of NIAID Animal Care Facilities	E	2		X	Michele Pearlman 301-402-5644 mpearlman@niaid.nih.gov
561612	Provide Security Guard Services for the Biomedical Research Center (BRC)	C	2	8(a)		Quentin McCoy 301-435-2169 mccoyq@od.nih.gov
561720	ARL Janitorial Services	C	2	8(a)		John Gridley, ORA ARL john.gridley@fda.hhs.gov
611430	Partnerships Across the Goal Areas	A	2	TBD	X	TBD
621111	Physician Services (ER family Practice Peds, Radiology) for Lawton	A	2		X	Dr. Bryce Poolaw 580-353-0350
811219	On Site Lab Equipment and Maintenance	C	2		X	ORPS – Jefferson, Arkansas Dr. William Hinson 870-543-7598 william.hinson@fda.hhs.gov



Visit the following Web site for instructions on how to utilize these contracting opportunities:
www.hhs.gov/osdbu/publications/forecast.html